

**Company:**

Fastenal

Contract(s):

MRO Equipment, Supplies, & Related Items/Services

Contract Number:

R4952 (All PO's must reference "Per TCPN Contract")

Contract Term:

March 31, 2010 to March 31, 2015

Products and Services:

MRO Supplies, Inventory Management and Value Added Industrial Services

Documents:

[Click Here for Due Diligence Documents](#)

Order Placement:

Contract terms allow PO's to be sent directly to this vendor and must reference "Per TCPN Contract."

Pricing:

Contact vendor for pricing

Vendor Contacts:

Fastenal

govtcpn@fastenal.com

Vendor Website:

<http://www.fastenal.com/web/TCPN>



The Cooperative Purchasing Network

Matthew Mackel
7145 West Tidwell
Houston, TX 77092
September 14, 2010

To Whom It May Concern

TCPN is a national purchasing cooperative, able to aggregate one of the largest pools of purchasing potential for use by all governmental entities that must comply with state procurement laws and regulations (public and private schools, colleges, universities, cities, counties and other government entities). TCPN is not a stand-alone entity; it is one department within the Region 4 Education Service Center <http://www.esc4.net/>. Education Service Centers are governmental entities created by the Texas Legislature and governed by Chapter 8 of the Texas Education Code <http://www.tcpn.org/docs/4-Education%20Code.pdf>. The statute grants the Commissioner of Education of the Texas Education Agency the authority to establish service centers and decide any matter concerning the operation or administration of service centers. Tex. Ed. Code §8.001. The Commissioner's rules governing service centers can be found at 19 TAC §53.001 et seq.

TCPN follows the purchasing procedures mandated by state procurement laws and regulations. All TCPN awarded vendors have gone through a Request for Bid or Proposal process. This process includes but is not limited to: creation of solicitation, advertised to anyone in the nation for minimum of four weeks, responses are received and must be sealed responses, sealed responses are time stamped upon arrival, a formal bid opening open to public is held, proposals are evaluated and finally the Region 4 board reviews and awards contract. All awarded TCPN vendors shown on www.tcpn.org have been through this process. To help ensure consistency, our procedures have been ISO 9001:2008 certified for the last 6 years.

Finally each state has its own laws addressing intergovernmental purchasing by local governmental agencies. Please use the following link http://www.tcpn.org/default.aspx?name=state_statute_main to find a listing of each state's corresponding statutes.

If you should have any questions or would like any additional information, please do not hesitate to call me at (713) 744-6349.

Please let me know if I can be of further assistance.

Sincerely,

Matthew S. Mackel
National Contract Manager



The Cooperative Purchasing Network
7145 West Tidwell ~ Houston, Texas 77092
(888) 884-7695
www.tcpn.org

Publication Date: February 18, 2010

NOTICE TO RESPONDENT

SUBMITTAL DEADLINE: Tuesday, March 23, 2010, 10:00 AM CDT

Questions regarding this solicitation must be submitted in writing no later *March 16, 2010*. All questions and answers will be posted to http://www.tcpn.org/default.aspx?name=QA_09-25.

Request for Proposal (RFP)
for
MRO Equipment, Supplies and Related Items & Services
Solicitation Number 09-25

It is the intention of TCPN to establish a national contract that satisfies the needs of participating governmental entities in the purchase of **MRO Equipment, Supplies and Related Items & Services**. This contract will enable agencies to purchase on an "as needed" basis from a competitively awarded contract. Respondents are requested to submit their total line of available products and services.

While this solicitation specifically covers **MRO Equipment, Supplies and Related Items & Services**, respondents are encouraged to submit an offering on any and all products or services available that they currently perform in their normal course of business.

Responses shall be received no later than the deadline in the offices of The Cooperative Purchasing Network (TCPN). Immediately following the deadline, all responses will be publically opened and the respondents recorded. Any response received later than the specified deadline, whether delivered in person or mailed, will be disqualified. Faxed or electronically submitted responses cannot be accepted.

Responses must be sealed and plainly marked with the company name and the opening date and time. Two (2) bound and signed copies of the proposals and two electronic copies on CD, DVD or flash drives (i.e. pin or jump drives) shall be provided.

Jason Wickel
Director TCPN

INTRODUCTION

The Cooperative Purchasing Network (TCPN)

TCPN is a governmental entity, established in 1997, tasked with assisting public entities to increase efficiency and economy when procuring goods and services. Our contracts are available for use, and benefit, all entities that must comply with state procurement laws and regulations (public and private schools, colleges and universities, cities, counties, non-profits, and all governmental entities).

TCPN is a national purchasing cooperative, leveraging one of the largest pools of purchasing potential. TCPN competitively bids and awards contracts for commonly purchased products and services. Our unique contracts cover Facilities, Food Service, Furniture, Office Supplies & Equipment, Security Systems, and Technology to name a few.

Purpose of TCPN

- Provide governmental agencies opportunities for greater efficiency and economy in procuring goods and services.
- Take advantage of state-of-the-art purchasing procedures to insure the most competitive contracts.
- Provide competitive price and bulk purchasing for multiple government agencies that yields economic benefits unobtainable by the individual entity.
- Provide quick and efficient delivery of goods and services.
- Equalize purchasing power for smaller agencies that are unable to command the best contracts for themselves.
- Help in assisting with use of best business practices.

Customer Service

- TCPN is dedicated to making our contracts successful for both our members and our awarded vendors.
- TCPN is committed to providing our members and awarded vendors with high quality service.
- TCPN has dedicated staff available to answer questions, offer guidance and help in any way possible.

Purchasing Procedures

- Purchase orders are issued by participating governmental agencies to the awarded vendor indicating on the PO "Per TCPN Contract"
 - Awarded vendor delivers goods/services directly to the participating agency.
 - Awarded vendor invoices the participating agency directly.
 - Awarded vendor receives payment directly from the participating agency.
 - Awarded vendor reports sales monthly/quarterly to TCPN.
-

SCOPE

It is the intention of TCPN to establish a contract with vendor(s) for **MRO Equipment, Supplies and Related Items & Services**. Awarded vendor(s) shall perform covered services under the terms of this agreement. Respondents shall provide pricing based on a discount from a manufacturer's price list. Catalog and/or price lists must accompany the proposal. Catalog must be the regular, common available catalog distributed to schools and/or government entities. Include a copy of the catalog from which discount is calculated. Multiple percentage discount structure is also acceptable. Please specify where different percentage discounts apply. Additional pricing and/or discounts may be included. If respondent has existing cooperative contracts in place, TCPN requests equal or better than pricing to be submitted.

Each service proposed is to be priced separately with all ineligible items identified. Services may be awarded to multiple vendors. Respondents may elect to limit their proposals to a single service within any category, or multiple services within any or all categories.

TCPN is seeking a service provider that has the depth, breadth and quality of resources necessary to complete all phases of this contract. In addition, TCPN also requests any value add commodity or service that could be provided under this contract.

INSTRUCTIONS TO RESPONDENTS

Submission of Response

- Only sealed responses will be accepted. Faxed or electronically transmitted responses will not be accepted.
- Sealed responses may be submitted on any or all items, unless stated otherwise. TCPN reserves the right to reject or accept any response.
- Deviations to any terms, conditions and/or specifications shall be conspicuously noted in writing by the respondent and shall be included with the response.
- Withdrawal of response will not be allowed for a period of 120 days following the opening. Pricing will remain firm for 120 days from submittal.
- Two (2) bound and signed copies of the solicitation, and two (2) electronic copies on CD, DVD or flash drives (i.e. pin or jump drives) shall be provided.

Proposal Format

- Required: Responses shall be provide in a three-ring binder or report cover using 8.5 x 11 size paper clearly identified with the name of the Respondents Company and solicitation responding to on the outside front cover and vertical spine. All forms are to be completed electronically. Include a copy of all solicitation pages before section needing tabulation in response. Tabs should be used to separate the proposal into sections, as identified below. Respondents failing to organize in the manner listed may be considered non-responsive and may not be evaluated.

Binder Tabs

- Tab 1 - Vendor Contract and Signature Form
- Tab 2 - Questionnaire
- Tab 3 - Company Profile
- Tab 4 - Product / Services
- Tab 5 - References
- Tab 6 - Pricing
- Tab 7 - Miscellaneous

Shipping Label

The package must be clearly identified as listed below with the solicitation number and name of the company responding. All packages must be sealed and delivered to the TCPN office no later than the submittal deadline assigned for this solicitation.

From _____

Company _____

Address _____

City, State, Zip _____

Solicitation Name and Number _____

Due Date and Time _____

PROCESS

In accordance with applicable laws, rules, and regulations for public purchasing, award(s) will be made to the prospective vendor whose response is determined to be the most advantageous to TCPN and its participating agencies. TCPN reserves the right to use a "Market Basket Survey" method, based on randomly selected criteria to determine the most advantageous response. To qualify for evaluation, response must have been submitted on time, and satisfy all mandatory requirements identified in this document.

Competitive Range

It may be necessary for TCPN to establish a competitive range. Responses not in the competitive range are unacceptable and do not receive further award consideration.

Deviations and Exceptions

Deviations or exceptions stipulated in response may result in disqualification. It is the intent of TCPN to award a manufacturer's complete line of products, when possible.

Estimated Quantities

TCPN estimates considerable activity resulting from this solicitation. TCPN makes no guarantee or commitment of any kind concerning quantities that will actually be purchased. TCPN makes no guarantee or commitment of any kind regarding usage of any contracts resulting from this solicitation. The volume for this contract estimates from **\$50** million a year to **\$80** million a year.

Evaluation

A committee will review and evaluate all responses and make a recommendation for award of contract(s). TCPN will base a recommendation for contract awards on multiple factors, each factor being assigned a point value based on its importance.

Formation of Contract

A response to this solicitation is an offer to contract with TCPN based upon the terms, conditions, scope of work, and specifications contained in this request. A solicitation does not become a contract until it is accepted by TCPN. A contract is formed when TCPN's authorized administrator signs the Signature Form and Board of Directors approves award of the contract. The prospective vendor must submit a signed Signature Form with the response thus, eliminating the need for a formal signing process.

Multiple Awards

TCPN has a large number of potential entities which may utilize this contract throughout the nation. In order to assure that any ensuing contract(s) will allow TCPN to fulfill current and future needs, TCPN reserves the right to award contract(s) to multiple vendors. The decision to award multiple contracts, award only one contract, or to make no awards rests solely with TCPN.

Past Performance

Past performance is relevant information regarding a vendor's actions under previously awarded contracts; including the administrative aspects of performance; the vendor's history of reasonable and cooperative behavior and commitment to customer satisfaction; and generally, the vendor's businesslike concern for the interests of the customer.

Open Records Policy

Because TCPN is a governmental entity responses submitted to TCPN are subject to release as public information after contracts are executed. If a vendor believes that its response, or parts of its response, may be exempted from disclosure, the vendor must specify page-by-page and line-by-line the parts of the response, which it believes, are exempt. In addition, the respondent must specify which exception(s) are applicable and provide detailed reasons to substantiate the exception(s).

The determination of whether information is confidential and not subject to disclosure is the duty of the Office of Attorney General (OAG). TCPN must provide the OAG sufficient information to render an opinion and therefore, vague and general claims to confidentiality by the respondent are not acceptable. TCPN must comply with the opinions of the OAG. TCPN assumes no responsibility for asserting legal arguments on behalf of any vendor. Respondent are advised to consult with their legal counsel concerning disclosure issues resulting from this procurement process and to take precautions to safeguard trade secrets and other proprietary information.

Specifications

TCPN specifications have been developed to indicate minimal standards as to the usage, materials, and contents based on their needs. Manufacturer's specifications (Design Guides), when used by TCPN, are to be considered informative to give the respondent information as to the type and kind requested. Responses of reputable manufacturer's regularly produced product of such items similar and substantially equivalent will be considered.

EVALUATION CRITERIA

Pricing factors as determined by TCPN (35 points)

Paper and/or Electronic Price Lists

- Products, services, warranties, etc. price list.
- Prices listed will be used to establish both the extent of a manufacturer's product lines, services, warranties, etc. available from a particular bidder and the pricing per item.

Ability to provide and perform the required services for the contract (25 points)

- Product delivery within participating entities specified parameters.
- Number of line items delivered complete within the normal delivery time as a percentage of line items ordered.
- Products ability to perform towards above requirements and desired specifications.
- Quantity of line items available that are commonly purchased by the entity.
- Quality of items available compared to normal participating entity standards.
- Quality of catalogs for use by entities that do not have electronic access.

Value Added Services Description, Product and/or Services (15 points)

- Marketing and Training
- Customer Service

References (15 points)

Minimum of ten (10) customer references for product and/or services of similar scope dating within the past 3 years.

Technology for supporting the program (10 points)

- Electronic on-line catalog, order entry use by and suitability for the entity's needs
 - Quality of vendor's on-line resources for TCPN members.
 - Specifications and features offered by respondent's products and/or services.
-

TAB 1 – VENDOR CONTRACT AND SIGNATURE FORM

VENDOR CONTRACT

Between _____ and

THE COOPERATIVE PURCHASING NETWORK (TCPN)

For

MRO Equipment, Supplies and Related Items & Services

The following pages will constitute the contract between the successful vendor(s) and The Cooperative Purchasing Network (hereinafter referred to as "TCPN"), having its principal place of business at 7145 West Tidwell, Houston, TX 77092. Respondent shall include in writing any required exceptions or deviations from these terms, conditions, and specifications. If agreed to by TCPN, they will be incorporated into the final contract

This contract consists of the provisions set forth below, including provisions of all attachments referenced herein. In the event of a conflict between the provisions set forth below and those contained in any attachment, the provisions set forth below shall control.

GENERAL TERMS AND CONDITIONS

1. Customer Support

The vendor shall provide timely and accurate technical advice and sales support to TCPN staff and TCPN participants. The vendor shall respond to such requests within one (1) working day after receipt of the request.

2. Assignment of Contract

No assignment of contract may be made without the prior written approval of TCPN. Purchase orders and payment can only be made to awarded vendor unless otherwise approved by TCPN.

Awarded vendor is required to notify TCPN when any material change in operations is made that may adversely affect TCPN's members, (i.e. bankruptcy, change of ownership, merger, etc.)

3. Disclosures

Respondent affirms that he/she has not given, offered to give, nor intends to give at any time hereafter any economic opportunity, future employment, gift, loan, gratuity, special discount, trip, favor or service to a public servant in connection with this contract.

Include a complete description of any and all relationships that might be considered a conflict of interest in doing business with participants in TCPN.

The respondent affirms that, to the best of his/her knowledge, the offer has been arrived at independently, and is submitted without collusion with anyone to obtain information or gain any favoritism that would in any way limit competition or give an unfair advantage over other vendors in the award of this contract.

4. Renewal of Contract

Unless otherwise stated, all contracts are for a period of one (1) year with an option to renew annually for an additional four (4) years if agreed to by TCPN and the vendor. TCPN shall review the contract prior to the renewal date and notify the current awarded vendor each year of the contract renewal. Awarded vendor shall honor the administrative fee for any sales occurred beyond 30 days on any sales made based on a TCPN contract whether awarded a renewal or not.

5. Funding Out Clause.

Any/all contracts exceeding one (1) year shall include a standard "funding out" clause. A contract for the acquisition, including lease, of real or personal property is a commitment of the entity's current revenue only, provided the contract contains either or both of the following provisions:

Retains to the entity the continuing right to terminate the contract at the expiration of each budget period during the term of the contract and is conditioned on a best efforts attempt by the entity to obtain appropriate funds for payment of the contract.

6. Ordering Procedures

Purchase orders are issued by participating entities to the awarded vendor stating "*Per TCPN Contract*".

7. Shipments (if applicable)

The awarded vendor shall ship ordered products within seven (7) working days for goods available and within four (4) to six (6) weeks for specialty items after the receipt of the order unless modified. If a product cannot be shipped within that time, the awarded vendor shall notify the entity placing the order as to why the product has not shipped and shall provide an estimated shipping date. At this point the participating entity may cancel the order if estimated shipping time is not acceptable.

8. Invoices

The awarded vendor shall submit invoices to the participating entity clearly stating "*Per TCPN Contract*". The shipment tracking number or pertinent information for verification shall be made available upon request.

9. Tax Exempt Status

Since this is a national contract, knowing the tax laws in each state is the sole responsibility of the vendor.

10. Reporting

The awarded vendor shall electronically provide TCPN with a detailed monthly or quarterly report showing the dollar volume of all sales under the contract for the previous month or quarter. Reports shall be sent via e-mail to TCPN offices at reporting@tcpn.org. Reports are due on the **fifteenth (15th)** day after the close of the previous month or quarter. It is the responsibility of the awarded vendor to collect and compile all sales under the contract from participating members and submit one (1) report. Contracts are reviewed monthly; failure to report as

stipulated may result in suspension of contract. The report shall include at least the following information as listed in the example below:

Vendor Name
TCPN Report
Month or Quarter

Entity Name	Zip Code	State	PO or Job#	Sale Amount

Total _____

11. Payments

The entity using the contract will make payments directly to the awarded vendor.

12. Pricing

The awarded vendor agrees to provide pricing to TCPN and its participating entities that are the lowest pricing available and the pricing shall remain so throughout the duration of the contract. The awarded vendor agrees to promptly lower the cost of any product purchased through TCPN following a reduction in the manufacturer or publisher's direct cost. Price increases must be approved by TCPN. However, the awarded vendor must honor previous prices for thirty (30) days after approval and written notification from TCPN if requested.

All pricing submitted to TCPN shall include the two percent (2%) administrative fee to be remitted to TCPN by the awarded vendor. It is the awarded vendor's responsibility to keep all pricing up to date and on file with TCPN. All price changes shall be presented to TCPN for acceptance, using the same format as was accepted in the original contract.

All deliveries shall be freight prepaid, F.O.B. destination and shall be included in all pricing offered unless otherwise clearly stated in writing.

13. Warranty conditions

All supplies, equipment and services shall include manufacturer's minimum standard warranty and one (1) year labor warranty unless otherwise agreed to in writing.

14. Indemnity

The awarded vendor shall protect, indemnify, and hold harmless TCPN and its participants, administrators, employees and agents against all claims, damages, losses and expenses arising out of or resulting from the actions of the vendor, vendor employees or vendor subcontractors in the preparation of the solicitation and the later execution of the contract. Any litigation involving TCPN, its administrators and employees and agents will be in Harris County, Texas. Any litigation involving TCPN's members shall be in the jurisdiction of the participating agency.

15. Franchise Tax

The respondent hereby certifies that he/she is not currently delinquent in the payment of any franchise taxes.

16. Marketing

Awarded vendor agrees to allow TCPN to use their name and logo within website, marketing materials and advertisement. Any use of TCPN name and logo by awarded vendor must be approved.

17. Supplemental Agreements

The entity participating in the TCPN contract and awarded vendor may enter into a separate supplemental agreement to further define the level of service requirements over and above the minimum defined in this contract i.e. invoice requirements, ordering requirements, specialized delivery, etc. Any supplemental agreement developed as a result of this contract is exclusively between the participating entity and awarded vendor. TCPN, its agents, members and employees shall not be made party to any claim for breach of such agreement.

18. Certificates of Insurance

Certificates of insurance shall be delivered to the TCPN participant prior to commencement of work. The insurance company shall be licensed in the applicable state in which work is being conducted. The awarded vendor shall give the participating entity a minimum of ten (10) days notice prior to any modifications or cancellation of policies. The awarded vendor shall require all subcontractors performing any work to maintain coverage as specified.

19. Miscellaneous

Either party may cancel this contract in whole or in part by providing written notice. The cancellation will take effect 30 business days after the other party receives the notice of cancellation. After the 30th business day all work will cease following completion of final purchase order.

TCPN reserves the right to request additional items not already on contract at any time.

SIGNATURE FORM

The undersigned hereby proposes and agrees to furnish goods and/or services in strict compliance with the terms, specifications and conditions at the prices proposed within response unless noted in writing. The undersigned further certifies that he/she is an officer of the company and has authority to negotiate and bind the company named below.

Prices are guaranteed: 120 days

Company name _____
Address _____
City/State/Zip _____
Telephone No. _____
Fax No. _____
Email address _____
Printed name _____
Position with company _____
Authorized signature _____

Accepted by The Cooperative Purchasing Network:

Term of contract _____ to _____

Unless otherwise stated, all contracts are for a period of one (1) year with an option to renew annually for an additional four (4) years if agreed to by TCPN and the awarded vendor. Awarded vendor shall honor all administrative fees for any sales made based on a TCPN contract whether renewed or not.

Director of TCPN

Date

Print Name

Authorized Signature

Date

Print Name

TCPN Contract Number _____

TAB 2 – QUESTIONNAIRE

Please provide responses to the following questions that address your company's operations, organization, structure and processes for providing products and services.

1. States Covered

Bidder must indicate any and all states where products and services can be offered. **Please indicate the price co-efficient for each state if it varies.**

☐ **All States** (Selecting this box is equal to checking all boxes below)

- | | |
|--|---|
| <input type="checkbox"/> Alabama | <input type="checkbox"/> Montana |
| <input type="checkbox"/> Alaska | <input type="checkbox"/> Nebraska |
| <input type="checkbox"/> Arizona | <input type="checkbox"/> Nevada |
| <input type="checkbox"/> Arkansas | <input type="checkbox"/> New Hampshire |
| <input type="checkbox"/> California | <input type="checkbox"/> New Jersey |
| <input type="checkbox"/> Colorado | <input type="checkbox"/> New Mexico |
| <input type="checkbox"/> Connecticut | <input type="checkbox"/> New York |
| <input type="checkbox"/> Delaware | <input type="checkbox"/> North Carolina |
| <input type="checkbox"/> Florida | <input type="checkbox"/> North Dakota |
| <input type="checkbox"/> Georgia | <input type="checkbox"/> Ohio |
| <input type="checkbox"/> Hawaii | <input type="checkbox"/> Oklahoma |
| <input type="checkbox"/> Idaho | <input type="checkbox"/> Oregon |
| <input type="checkbox"/> Illinois | <input type="checkbox"/> Pennsylvania |
| <input type="checkbox"/> Indiana | <input type="checkbox"/> Rhode Island |
| <input type="checkbox"/> Iowa | <input type="checkbox"/> South Carolina |
| <input type="checkbox"/> Kansas | <input type="checkbox"/> South Dakota |
| <input type="checkbox"/> Kentucky | <input type="checkbox"/> Tennessee |
| <input type="checkbox"/> Louisiana | <input type="checkbox"/> Texas |
| <input type="checkbox"/> Maine | <input type="checkbox"/> Utah |
| <input type="checkbox"/> Maryland | <input type="checkbox"/> Vermont |
| <input type="checkbox"/> Massachusetts | <input type="checkbox"/> Virginia |
| <input type="checkbox"/> Michigan | <input type="checkbox"/> Washington |
| <input type="checkbox"/> Minnesota | <input type="checkbox"/> West Virginia |
| <input type="checkbox"/> Mississippi | <input type="checkbox"/> Wisconsin |
| <input type="checkbox"/> Missouri | <input type="checkbox"/> Wyoming |

2. Minority and Women Business Enterprise (MWBE) and (HUB) Participation

It is the policy of some entities participating in TCPN to involve minority and women business enterprises and historically utilized businesses (HUB) in the purchase of goods and services. Respondents shall indicate below whether or not they are an M/WBE or HUB certified.

a. Minority/Women Business Enterprise

Respondent certifies that this firm is an M/WBE

☐ Yes ☐ No

b. Historically Underutilized Businesses

Respondent certifies that this firm is a HUB

☐ Yes ☐ No

3. Residency

Responding Company's principal place of business is in the city of _____ State of ____.

4. Felony Conviction Notice

Please check applicable box:

- ☐ A publicly held corporation; therefore, this reporting requirement is not applicable.
- ☐ Is not owned or operated by anyone who has been convicted of a felony.
- ☐ Is owned or operated by the following individual(s) who has/have been convicted of a felony.
 - If the 3rd box is checked, a detailed explanation of the names and convictions must be attached.

5. Processing Information

Company contact for:

Billing

Contact Person: _____
Title: _____
Company: _____
Address: _____
City: _____ State: _____ Zip: _____
Phone: _____ Fax: _____
Email: _____

Purchase Orders

Contact Person: _____
Title: _____
Company: _____
Address: _____
City: _____ State: _____ Zip: _____
Phone: _____ Fax: _____
Email: _____

Sales and Marketing

Contact Person: _____

Title: _____

Company: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Fax: _____

Email: _____

6. Distribution Channel: Which best describes your company's position in the distribution channel:

- ☐ Manufacturer direct ☐ Certified education/government reseller
☐ Authorized distributor ☐ Manufacturer marketing through reseller
☐ Value-added reseller ☐ Other _____

7. Pricing Information

- In addition to the current typical unit pricing furnished herein, the Vendor agrees to offer all future product introductions at prices that are proportionate to Contract Pricing.

☐ Yes ☐ No

If answer is no, attach a statement detailing how pricing for TCPN participants would be calculated.

- Pricing submitted includes the required TCPN administrative fee. ☐Yes ☐No
- Vendor agrees to remit to TCPN the required administrative fee. ☐Yes ☐No
- Additional discounts for purchase of a guaranteed quantity? ☐Yes ☐No

8. Cooperatives

List any other cooperative or state contracts currently held or in the process of securing

[illegible]

TAB 3 – COMPANY PROFILE

Information About Your Company

Please provide the following:

1. Company's official registered name.
 2. Brief history of your company, including the year it was established.
 3. Company's Dun & Bradstreet (D&B) number.
 4. Company's organizational chart of those individuals that would be involved in the contract.
 5. Corporate office location.
 - a. List the number of sales and service offices for states being bid in solicitation.
 - b. List the names of key contacts at each with title, address, phone and e-mail address.
 6. Define your standard terms of payment.
 7. Who is your competition in the marketplace?
 8. What is your market share?
 9. Are you gaining market share, losing market share, or maintaining market share?
 10. What is your strategy to increase market share?
 11. What differentiates your company from competitors?
 12. Describe how your company will market this contract if awarded.
 13. Describe how you intend on introducing TCPN to your company.
 14. Describe your firm's capabilities and functionality of your on-line catalog/ordering website.
 15. Describe your company's Customer Service Department (hours of operation, number of service centers, etc.)
-

Green Initiatives

- We're committed to helping to build a cleaner future!

According to the U.S. Census Bureau, the world population is expanding at a mind-boggling rate. The world reached 1 billion people in 1800; 2 billion by 1922; and over 6 billion by 2000. It is estimated that the population will swell to over 9 billion by 2050. That means that if the world's natural resources were evenly distributed, people in 2050 will only have 25% of the resources per capita that people in 1950 had.

The world has a fixed amount of natural resources - some of which are already depleted. So as population growth greatly strains our finite resources, there are fewer resources available. If we intend to leave our children and grandchildren with the same standard of living we have enjoyed, we must preserve the foundation of that standard of living. We save for college educations, orthodontia, and weddings, but what about saving clean air, water, fuel sources and soil for future generations?

As our business grows, we want to make sure we minimize our impact on the Earth's climate. So we're taking every step we can to implement innovative and responsible environmental practices throughout TCPN to reduce our carbon footprint, reduce waste, energy conservation, ensure efficient computing and much more. To that effort, we ask respondents to provide their companies environmental policy and/or green initiative.

Vendor Certifications (if applicable)

- Provide a copy of all current licenses, registrations and certifications issued by federal, state and local agencies, and any other licenses, registrations or certifications from any other governmental entity with jurisdiction, allowing respondent to perform the covered services including, but not limited to licenses, registrations or certifications. Certifications can include applicable M/WBE, HUB, and manufacturer certifications for sales and service.
-

TAB 4 – PRODUCT / SERVICES

TCPN is soliciting proposals from qualified respondents for MRO Equipment, Supplies and Related Items and Services for its member agencies. The Services shall include, but not be limited to:

1. Pricing will be per a Distributor / Reseller Catalog less discount basis.
2. A full line offering of MRO equipment, supplies and related items and services.
3. Items shall be either delivered to the customer's jobsite or available for pickup as locally available.
4. The successful bidder shall have a fully operational website that enables on-line ordering by the individual member agencies.
5. The successful bidder shall have Government Sales, sales staff representatives in the TCPN member agency states.
6. Hourly services schedules, as applicable shall be included in the proposal.

Product Categories - Included but not limited to:

1. Appliances
2. Building Materials
3. Electrical Supplies
4. Fasteners
5. General Maintenance Supplies
6. HVAC Supplies
7. Irrigation Equipment & Supplies
8. Janitorial Supplies
9. Landscaping Supplies
10. Motors, Pumps
11. Paint Supplies
12. Plumbing Supplies
13. Swimming Pool
14. Tools (general purpose & machine)
15. Window Treatments
16. Services (installation, glass cutting, rental, etc)

Products & Services Summary Matrix – Provide a matrix that will allow TCPN to readily appraise your company's products and service offering versus other respondents.

Value Add Services Description – Please include any value add services information you think TCPN should have when making their decision to select your company.

TAB 5 – REFERENCES

Provide a minimum of ten (10) customer references for product and/or services of similar scope dating within the past 3 years. Please try to provide an equal number of references for K12, Higher Education and City/County entities. Provide the following information for each reference:

- Entity Name
 - Contact Name and Title
 - City and State
 - Phone Number
 - Years Serviced
 - Description of Services
 - Annual Volume
-

TAB 6 – PRICING

Paper and/or Electronic Price Lists

- Respondents must submit products, services, warranties, etc. in price list.
- Prices listed will be used to establish the extent of a manufacturer's product lines, services, warranties, etc. that are available from a particular bidder and the pricing per item.
- Paper and electronic price lists must contain the following:
 - Manufacturer part #
 - Vendor part # (if different from manufacturer part #)
 - Description
 - Manufacturers Suggested List Price and Net Price
 - Net price to TCPN (including freight)
- Media submitted for price list must include the respondents' company name, name of the solicitation, and date on CD, DVD or Flash Drive (i.e. Pin or Jump Drives).

Not to Exceed Pricing

- TCPN requests pricing be submitted as not to exceed for any participating entity.
 - Unlike fixed pricing the awarded vendor can adjust submitted pricing lower if needed but, cannot exceed original pricing submitted for solicitation.
 - Vendor must allow for lower pricing to be available for similar product and service purchases.
-

TAB 7 – MISCELLANEOUS

Please include any additional products and/or services not included in the scope of the solicitation you think will enhance and add value to this contract for TCPN participating agencies.



Subject: Authorization of Contract Award

To: Andy Pechacek
From: Jason Wickel
Date: April 13, 2010

BACKGROUND INFORMATION

The Region 4 Education Service Center Board of Directors established The Cooperative Purchasing Network (TCPN) on June 17, 1997 to provide cooperative purchasing opportunities to school districts and public entities statewide. The Board of Trustees delegated responsibility for approval of new contracts to Region 4 ESC Deputy Director, Financial Services/CFO.

ADMINISTRATIVE CONSIDERATIONS

Award(s) of annual contract(s) in compliance with the bid laws of the State of Texas are recommended.

RECOMMENDATIONS

TCPN recommends the following contracts be awarded based on the Request For Proposal (RFP) process:

<u>Contract</u>	<u>Vendor</u>	<u>Term of Contract</u>
MRO Equipment, Supplies and Related Items & Services	Fastenal Company W.W. Grainger, Inc. Lowe's Home Centers, Inc.	One Year with four (4) annual renewals

ACTION REQUIRED

Support documentation has been attached for reference. Please indicate your decision below and return.

☒ Approve

☐ Disapprove

Robert A. Bell

Signature

4/15/10

Date

The answer is 4[®]

Region 4 Education Service Center • 7145 West Tidwell Road • Houston, TX 77092-2096
Phone: 713.462.7708 • Fax: 713.744.6514 • www.theansweris4.net
Bill McKinney, Ph.D. – Executive Director

Addendum A
Vendor Contract Between
Fastenal Company and TCPN dated April 13, 2010

This addendum shall cover the terms and conditions upon which Fastenal Company ("Fastenal") shall provide vending machine units to The Cooperative Purchasing Network ("Customer") pursuant to the Vendor Contract ("Contract") executed by the parties on April 15, 2010.

Customer hereby grants Fastenal the exclusive right to install vending machine units and equipment within their respective place of businesses. Customer may order Fastenal Vending Solutions ("FVS") units or equipment by issuance of an order form ("FVS Order Form"), subject to acceptance by Fastenal. The FVS equipment may only be stocked with Fastenal supplied and distributed products. FASTENAL agrees to be responsible for all standard maintenance and repair of the FVS units (blatant or willful damage or destruction by Customer excluded, but liability not to exceed \$10,000 per unit) including refilling of vended products for the term of this Contract. FASTENAL will provide insurance to cover its liability for personal injury or property damage it causes in connection with the installation and operation of the FVS equipment.

- 1) **Ownership:** Fastenal shall maintain full and exclusive ownership of all FVS equipment. Fastenal retains the right to terminate and remove the FVS equipment from Customer site, at Fastenal's sole discretion and without liability. Customer may terminate this Agreement if Fastenal does not timely service the FVS equipment, including the replenishment of products. Customer will provide Fastenal sixty days advance written notice and a reasonable opportunity to cure any service deficiencies, prior to termination.
- 2) **Web Hosting Fee and Spend Expectation:** Customer shall be responsible for a \$300 annual web hosting fee. The parties agree that Customer shall meet or exceed \$1,500.00 in monthly spend per FVS unit.
- 3) **Taxes and Expense:** Customer is responsible for any state, federal, provincial and local sales and use taxes related to the FVS equipment. The Customer shall provide all electrical and internet connections required for operation at no cost to Fastenal.
- 4) **Assignment:** Customer may not assign, remove or attempt to sell or transfer any FVS equipment to another party or property, without Fastenal's written permission.
- 4) **Title to Products, Risk of Loss and Taxes:**
Fastenal shall retain title to and a security interest in all products stored in the FVS equipment / units. Title to Products shall pass to Customer only when Customer purchases products and such products are withdrawn from the FVS equipment / unit by Customer as described below. Until such products are so purchased by Customer, Fastenal shall bear all risk of loss with respect to products located in the FVS equipment / unit, including, but not limited to, loss or damages caused by flood, fire, earthquake, terrorist act, severe weather, and negligence; provided, however, that Fastenal shall not bear the risk of loss resulting from the negligence of Customer or Customer's agents.
- 5) **Payment:** Payments for products will be made by Customer as outlined in the Contract.
- 6) **Limitation of Liability:** IN NO EVENT WILL EITHER PARTY BE LIABLE FOR ANY SPECIAL, INDIRECT, INCIDENTAL, CONSEQUENTIAL OR EXEMPLARY DAMAGES IN CONNECTION WITH OR ARISING OUT OF THIS AGREEMENT, INCLUDING, BUT NOT LIMITED TO, DAMAGES FOR INJURIES TO PERSONS OR TO PROPERTY OR LOSS OF PROFITS OR LOSS OF FUTURE BUSINESS OR REPUTATION, WHETHER BASED ON TORT OR BREACH OF CONTRACT OR OTHER BASIS, EVEN IF IT HAS BEEN ADVISED OF THE POSSIBILITY OF SUCH DAMAGES.
- 7) **Warranty:** Products sold through FVS equipment shall be sold pursuant to the terms and conditions as set forth in the Contract. The FVS equipment and service is provided "as is" without warranty.

April 13, 2010

Fastenal Company
ATTN: Mr. Cory Jansen, Executive Vice President
2001 Thuerer Blvd
Winona, MN 55987

Dear Mr. Jansen:

The Cooperative Purchasing Network (TCPN) is pleased to announce that Fastenal Company has been awarded an annual contract for the following services based on the proposal submitted to TCPN:

Commodity

MRO Equipment, Supplies and Related Items &
Services

Contractor

Fastenal Company

The contract is effective immediately and will expire on March 31, 2011. The contract may be renewed annually for up to an additional four years, if mutually agreed to by TCPN and Fastenal Company.

The partnership between Fastenal Company and TCPN can be of great help to participating agencies. Please feel free to provide copies of this letter to your sales representatives to assist in their work.

If you have any questions or concerns, please feel free to call Matthew Mackel at the TCPN office at 713-744-6349.

Sincerely,

Jason Wickel
TCPN, Director

Robert A. Pechacek
Region 4 ESC, Deputy Director, Financial Services/CFO



TAB 3 – COMPANY PROFILE

Information About Your Company

Please provide the following:

1. Company's official registered name.

Fastenal Company

2. Brief history of your company, including the year it was established.

The Fastenal story began in 1967 when Bob Kierlin opened the very first Fastenal store, a 1,000 sq. ft. warehouse in his hometown of Winona, MN. The front desk was a salvaged wood door, and sales for the first month totaled \$157. Despite these humble beginnings, Kierlin believed that Fastenal would ultimately succeed – by providing a level of service that would keep customers coming back. He summed up his vision with four words: "Growth Through Customer Service."

We've been guided by that motto ever since. By consistently exceeding customers' expectations for service, while aggressively innovating solutions to help them achieve their business goals, Fastenal has grown to become North America's largest fastener distributor and one of the world's leading full-line industrial product suppliers.

3. Company's Dun & Bradstreet (D&B) number.

04 265 3634

4. Company's organizational chart of those individuals that would be involved in the contract.

Please refer to attached organizational chart.

5. Corporate office location.

2001 Theurer Blvd.

Winona, MN 55987

- a. List the number of sales and service offices for states being bid in solicitation.

Fastenal Company has over 2,100 stores in all 50 states of the United States that would service the states being bid in this solicitation.

- b. List the names of key contacts at each with title, address, phone and e-mail address.

Please see attached store listing, which includes the General Manager name, physical address; phone, fax, and email address for each store.

6. Define your standard terms of payment.



Fastenal's standard payment terms are Net 30.

7. Who is your competition in the marketplace?

Fastenal's primary national competitors are Grainger, HD-Supply/Home Depot, and MSC. We also have several regional competitors as well.

8. What is your market share?

The industrial supply market in the United States is estimated to be approximately \$140 billion. Fastenal's sales in 2009 were 1.9 billion, so we have approximately 1% of the total market share.

9. Are you gaining market share, losing market share, or maintaining market share?

We are gaining market share. Although year over year sales shrank for the first time in over 25 years in 2009, Fastenal Company continued to gain new customers. Fastenal has averaged of 20% vertical or year-over-year growth during the last 25 years. During 2009, the average customer purchased 11.9% less than in 2008, yet we added thousands of active accounts to our customer base. The fact that we have more customers buying from us is a very good indication that, although our sales were down, we still managed to grow market share.

10. What is your strategy to increase market share?

Fastenal is currently positioning itself to be "the best store based distributor in the world." Our strategic plans call for increasing our market share in the next five years through 3 methods:

- Store and Sales Personnel expansion: Fastenal plans to continue to open new stores at a rate of 2% to 5% per year.
- Global expansion: Fastenal currently supports operations in Canada, Puerto Rico, Mexico, the Dominican Republic, European countries, China and Singapore. We are aggressively seeking to expand further into all these markets as well as European countries, South/Central America and Asia.
- Enhanced logistics capabilities: We will continue to open, enhance and expand our distribution network and capabilities. As we continue to expand our already extensive supply base with domestic and international suppliers we will rapidly expand the scope, breadth, and quality of our products and services.

With regards to our government customer base, we have expanded, and continue to expand on all products offering with a focus in plumbing, electrical and HVAC to address the demands of facilities maintenance managers within state agencies, municipalities and educational facilities. The continuous improvement of our e-commerce platforms are another focal point of our strategy to grow in the government segment. With regards to MRO supplies, Government customers are looking for more than a catalog and a 1-800 number or a big box retail chain. One of the bright spots that has carried over from 2009 is that government customers everywhere are beginning to recognize the cost associated with inventory management and are not only looking for solutions, but solutions that will integrate into their existing spend management systems and form the foundation for a spend management system if they do not already have one in place. Fastenal has those solutions in place today.

11. What differentiates your company from competitors?



Some strategic advantages that differentiate Fastenal Company from its competitors are extensive geographic coverage, multiple cost savings strategies and a local customer service focus. Fastenal Company currently has more than 2,300 store locations in the U.S., Canada, Mexico, Singapore, China, Puerto Rico, the Dominican Republic and European countries. We have a distribution network that includes 174 company-owned and operated semi-trucks, 70 sprinter trucks and 4,600 local fleet vehicles that allow us to get product to our customers more efficiently than the competition.

Fastenal also has extensive experience in customer supply chain evaluation. We will work with TCPN participating government entities to identify cost drivers and potential savings. We will then propose solutions that are flexible and adaptable to each of customer location. Each customer is unique, so a flexible approach is required to help participating government entities realize the areas where cost improvements can be made. These evaluations are conducted at the local level to identify which approach is best for each local facility with respect to their organizational goals and objectives.

12. Describe how your company will market this contract if awarded.

Fastenal has an in-house marketing team that is dedicated to support our sales staff with marketing specific to business, industry or scope of contract. Our marketing team is committed to working with TCPN to drive awareness of this contract from day one to implement existing business and turn on new customers. The TCPN contract would become our primary contracting vehicle for a wide array of government agencies should an award be made to Fastenal.

Marketing this contract will have a consistent approach; however we will be flexible in our strategy to different Government Agencies.

Marketing would take place at various levels including:

- Print and email marketing (please see attached)
 - Fastenal will market this agreement through line cards and email marketing campaigns to TCPN members.
- Trade show partnerships
 - Fastenal attends many tradeshows every year for Govt Agencies. We will commit to introducing TCPN at these tradeshows as well as work in conjunction with TCPN to promote the agreement.
- TCPN on www.fastenal.com
 - Fastenal will establish a "Landing Page" on Fastenal.com that will reference our agreement with TCPN and show users how to register online, how to contact their local Fastenal store and any additional information regarding the contract.
- Sales
 - Additionally, and maybe most importantly, Fastenal's sales force of Government Sales Managers, District Managers, Store Managers, and Outside Sale Personnel. This team of almost 8,000 sale focused individuals would be presenting the TCPN contract to potential and existing government customers all across the nation.
 - Fastenal's Inside Sales Dept has a government specific team whose sole purpose is to establish contact with government customers to raise customer awareness of our company's capabilities, products and services. In the event of an award, this team could be used to introduce the TCPN contract to a massive number of potential customers.
- Process Mapping

- o Process Mapping is our approach to a seamless implementation which focuses heavily on communication and flow. Please see attached for more detailed information on rolling out contracts such as this!

13. Describe how you intend on introducing TCPN to your company.

Today Fastenal manages many contracts similar in scope and range and we have complete visibility into our internal implementations of contracts such as this.

1. Initially, a conference call will take place with our VP of Govt Sales, Directors, Govt Sales Managers and our State Govt Sales Specialists throughout the country. This conference call will be the first meeting to outline the implementation plans and rollout to the company
2. The contract will be posted on our internal website: Fastnet.
3. Internal Meetings
 - a. Our Govt Sales Group will arrange Regional Meetings with our Regional Vice Presidents, District Managers, Branch Managers and outside sales teams
 - b. These regional meetings will include: TCPN customer specific implementation plans targeting the largest customers, contract terms, discount structure, implementation timelines, etc
 - c. Members from TCPN could be involved at these meetings, as well as our National Trade Show
4. Fastenal School of Business – we also will generate an e-learning seminar on the key features and benefits of the TCPN contract that can be accessed through our store network
5. Each Government Sales Manager would work within their assigned territory to further train the sales force at district level sales meetings and via web based conferences. This is a very important step, because it allows the District and Store personnel the opportunity to interact directly with a government specialist, who is familiar with governmental purchasing trends within their respective regions of the country.
6. Download TCPN Customers into our Sales People's Customer Retention Management (CRM) system.
7. We will have complete visibility into each location that can utilize the Fastenal/TCPN contract. This visibility will include reporting of account numbers from the local stores, Prospect customers added to our Govt Sales Managers Customer Base, etc.

14. Describe your firm's capabilities and functionality of your on-line catalog/ordering website.

Fastenal Company has vast E-Business capabilities. Please see attached E-Business document for more information.

15. Describe your company's Customer Service Department (hours of operation, number of service centers, etc.)

Normal store hours are from 7:00AM to 5:00PM Monday-Friday. After hours contacts are readily available for customers who might require this type of service. Each store has a vehicle suitable for delivering product. Fastenal currently has over 2300 store locations.

WWW.FASTENAL.COM is available 24/7.



Green Initiatives

We're committed to helping to build a cleaner future!

According to the U.S. Census Bureau, the world population is expanding at a mind-boggling rate. The world reached 1 billion people in 1800; 2 billion by 1922; and over 6 billion by 2000. It is estimated that the population will swell to over 9 billion by 2050. That means that if the world's natural resources were evenly distributed, people in 2050 will only have 25% of the resources per capita that people in 1950 had.

The world has a fixed amount of natural resources - some of which are already depleted. So as population growth greatly strains our finite resources, there are fewer resources available. If we intend to leave our children and grandchildren with the same standard of living we have enjoyed, we must preserve the foundation of that standard of living. We save for college educations, orthodontia, and weddings, but what about saving clean air, water, fuel sources and soil for future generations?

As our business grows, we want to make sure we minimize our impact on the Earth's climate. So we're taking every step we can to implement innovative and responsible environmental practices throughout TCPN to reduce our carbon footprint, reduce waste, energy conservation, ensure efficient computing and much more. To that effort, we ask respondents to provide their companies environmental policy and/or green initiative.

Please see attached Fastenal Overview document, page 18, for information about our Green initiatives.

Vendor Certifications (if applicable)

Provide a copy of all current licenses, registrations and certifications issued by federal, state and local agencies, and any other licenses, registrations or certifications from any other governmental entity with jurisdiction, allowing respondent to perform the covered services including, but not limited to licenses, registrations or certifications. Certifications can include applicable M/WBE, HUB, and manufacturer certifications for sales and service.

Fastenal Company is ISO 9001:2000 registered and our Quality Control Lab is A2LA accredited.

We were assessed and registered to ISO 9001/ANSI/ASQ/Q9001:2000. Our scope of assessment is: "The manufacture of threaded fasteners, components, and fully machined product, excluding design and development."

Products are purchased to industry standards like ASTM, ANSI, SAE, ISO, etc. Receiving inspection is based on criteria from these product standards.

Incoming products are part numbered and given a unique trace number at receiving inspection. These numbers stay with the product through receiving, shipping, disbursement, packing slip and invoicing. Fastenal has full traceability on all products sold. We stand behind our product 100%.



The Cooperative Purchasing Network

February 18, 2010

Request for Proposal (RFP) for MRO Equipment, Supplies and Related Items & Services # 09-25

TCPN has determined that the use of a Request for Proposal (RFP) for MRO Equipment, Supplies and Related Items & Services is more beneficial and advantageous to our members than the use of a Request for Bid.

TCPN contracts are used by public and private schools, colleges and universities, cities, counties, non-profits, and all governmental entities throughout the country. The use of an RFP will allow vendors to decrease submitted pricing if needed based on quantity and size of projects, as well as the ability to negotiate supplemental agreements. Each purchase made through this contract will be customized to the needs of the purchasing agency. In addition, competitive sealed bidding does not allow the ability to compare offers and determine the best value for our wide range of members.

Therefore, it is our opinion that a Request for Proposal, rather than a Request for Bid, is more advantageous to our members.

Matthew Mackel
National Contract Manager, TCPN

FASTENAL®

TCPN Contract # R4952
MRO Equipment, Supplies,
& Related Items/Services
Expiration: March 31, 2011

Option to renew for an additional four (4) years



As a result of a national competitive bid, Fastenal has been awarded contract # R4952 for MRO Equipment, Supplies, and Related Items/Services. Fastenal is ready to serve TCPN members with quality Maintenance, Repair & Operation (MRO) supplies & services. Fastenal's offering spans 17 product categories available at more than 2,200 retail stores nationwide. TCPN customers can also shop online at www.fastenal.com.

Fastenal Quick Facts

- More than 2,200 retail stores
- Local service and delivery
- Contract pricing on all product lines
- Inventory control solutions including industrial vending
- 24-hour emergency service
- Flexible purchasing options: walk-in, phone, fax, or e-commerce
- Just-in-time ordering and fast fulfillment delivery
- Value-added services



fastenal.com – Get Registered Today

- 24/7 access to product backed by local service and inventory
- View TCPN contract pricing
- Fast Order Pad & Order Templates
- Set purchasing controls for each user
- Check local store availability
- Flexible delivery options: will call, local delivery, direct to site
- Additional e-business solutions available



ABOUT TCPN

TCPN is a national governmental purchasing cooperative able to leverage one of the largest pools of purchasing potential. We competitively bid and award contracts to national vendors in accordance with purchasing procedures mandated by state procurement laws and regulations. This means equal pricing for the smallest entities and the largest buyers. TCPN contracts are available for use and benefit all entities that must comply with state purchasing laws (public and private schools, colleges and universities, cities, counties, non-profits, and all governmental entities).

Participation in TCPN will provide your entity the legally required competition for contracts on commonly purchased products and services. We award contracts based on quality, proven performance, and most importantly, pricing.

TCPN was established under state law to help other governmental entities operate efficiently and economically, and this is our only mission. Utilizing a TCPN contract means you deal directly with the vendor, as you would normally, using the TCPN contract as your own. We've already done the hard part, and we'll be with you every step of the way to help increase your efficiency, shorten your delivery time, and stretch your tax dollars.

Governmental entities working together, saving the soft costs associated with the competitive bid process, reaping the benefits of nationally leveraged pricing, and it's free of charge – no dues, no fees, nothing. . . that's working smart!



HOW DO YOU PREFER TO BUY?

LOCAL STORE / PERSONAL SERVICE / INVENTORY SOLUTIONS / FASTENAL.COM

YOUR LOCAL SOURCE FOR MILLIONS OF PRODUCTS

Can't find it on our shelves? We can source and stock it for you.

40% OFF

Fasteners

Anchors
Assortment Kits
Bolts
Bulk & Pneumatic Nails
Hardware
Metric
Mil-Spec
Nuts
Pins
Rivets & Self Clinching
Rod
Screws
Security Fasteners

Socket & Set Screws
Springs
Strut & Accessories
Thread Repair
Washers
Weld Fasteners
Available in: Aluminum,
Brass, Chrome, Copper,
Nylon, Silicone Bronze,
Stainless Steel and more

FNL

20% OFF

Fleet & Automotive

Air Brake Products
Auto Troubleshooting
Tools
Creepers
D.O.T Air Brake Fittings
Exhaust Products
Filters
Fleet & Auto Chemicals
Fleet & Auto Fasteners
Fleet & Auto Specialty
Tools
Fleet & Automotive
Electrical

Grease Products
Hoses & Accessories
Jacks & Dollies
Lighting Products
Oil Products
Safety Equipment
Starters & Alternators
Towing Products
Truck Accessories
Wheel End Products

NORTHWAY

20% OFF

Janitorial

Brooms, Squeegees &
Brushes
Cleaning Hardware
Cleaning Products
Deodorizers
Floor Protection
Food Service
Disposables
Mopping Equipment

Paper Products
Receptacles & Liners
Restroom Products
Skin Care
Vacuums
Wiping Products

Clean Choice

20% OFF

Welding

Brazing Rod
Cable & Access.
Cutting Torches &
Accessories
Cylinder Handling &
Storage
Eye & Head Protection
Fume Removal Systems
Gas Apparatus Products
Hand Tools
Pipe Working Tools

Propane/Hand Torches
Regulators
Safety Apparel
Soldering Equipment
Welding Equipment
Welding Helmets
Welding Rod
Welding Wire

BLACKSTONE

20% OFF

Raw Materials & Machinery

Angles
Balls
Channel
Cut-to-Length
Metals
Drill Rod
Extrusions
Flats
Folds
Hex Bars

I-Beams
Keyed Shafts
Keystock
Machine Keys
Mesh
Plate Materials
Precision
Ground Flat
Stock
Rebar

Round Stock
Round Tube
Square Bars
Square Tube
Standard Sheet
Material
Wire Coils &
Spools

20% OFF

Material Handling, Storage & Packaging

Casters
Dock & Trailer
Equipment
Drum Handling Equip.
Drums
Equipment Guarding
Jobsite Storage
Ladders & Scaffolding
Leg Levelers

Lifting & Rigging
Machine Rollers
Material Moving
Material Storage
Packaging
Safety Railings
Tape
Wire Partitions

EQUIPRITE

20% OFF

Plumbing, HVAC & Pumps

AC Units
Air Filters
Fans
Grilles
Heaters
HVAC Controls
Pipe & Tube
Pipe Fittings (Steel, S/S,
PVC, CPVC, Brass)
Plumbing Tools

Pumps
Registers
Sealants
Tape
Valves
Ventilators
Water Filters, Hose &
Accessories

PROFITTER

Office Products & Furniture

Cash Boxes
Chairmats
Coat Hooks & Racks
Copy & Fax Paper
Desk Accessories
Desks & Office Chairs
Drafting Tables
File Folders
Filing Cabinets
Folding Tables & Chairs
General Office Supplies
Labels

Lecterns
Mailroom Furniture
Projectors
Sheet Protectors
Time Clocks
Toner & Ink Jet Printer
Cartridges
Whiteboards & Cork
Boards
Writing Utensils

ASPECT

20% OFF

Abrasives

Abrasive Belts, Brushes,
Rolls, Sheets, Bricks,
Sponges
Backing Pads & Holders
Bench, Pedestal & Wire
Wheels
Carbide Burrs
Cartridge Rolls
Clean & Strip Discs
Conflex, Concave & Cup
Brushes
Cutting Wheels
Deburring Tools
Depressed Center
Grinding & Cutting
Wheels

Diamond Blades, Core
Bits
Fiber, Flap, PSA &
Surface Conditioning
Discs
Files & Hand Pads
Mandrels
Mounted Points
Quick Change Discs
Sand Blasting Equip. &
Accessories
Scratch Brushes
Superabrasives

BLACKSTONE

20% OFF

Safety

Confined Space
Systems
Emergency First Aid
Ergonomics & Matting
Eye Protection
Facility Identification
Fall Protection
Fire Safety
Footwear
Gloves
Hearing Protection
High Visibility Garments

Hydration Products
Lockout/Tagout & Locks
Portable Lights
Protective Garments
Respiratory Protection
Safety Cans
Sorbents & Spill
Containment
Traffic & Construction
Safety

BodyGuard SAFETY GEAR

20% OFF

Electrical

Boxes & Enclosures
Cable Carriers &
Management
Conduit, Fittings,
Bending Tools &
Bodies
Electrical Tools, Wire
& Cable
Fuses & Breakers
Heat Guns & Access.
Heat Shrink Terminals
& Tubing

Industrial Controls
Lamps & Work Lights
Lighting & Accessories
Motors
Occupancy Sensors
Plugs & Connectors
Receptacles & Switches
Terminals & Connectors
Test & Measurement
Thermal Imaging

POWERPHASE

20% OFF

Hydraulics & Pneumatics

Actuators & Cylinders
Clamps & Collars
Crimping Machines &
Accessories
Fittings
Flanges, Gaskets &
Rings
Flow Control
Hose & Hose Products

Pipe & Pipe Accessories
Pumps & Accessories
Restroom & Plumbing
Fixtures
Tubing & Tubing
Accessories

DYNAFLO

20% OFF

Metalworking & Cutting Tools

Annular Cutters
Bandsaw Blades
Broaches
Carbide Tooling
Chucks & Collets
Counterbores
Countersinks
Drills
End Mills
Holecutters
Indexable Tooling

Magnetic Drills
Marking Products
Metalworking Fluids
Milling Cutters
Reamers
Taps & Dies
Tool Holders

FMT

15% OFF

Tools & Equipment

Air, Hand, HVAC Tools
Bits & Accessories
Clamping & Holding
Cordless & Corded
Power Tools &
Accessories
Fastening Accessories
Hand Tools
Jobsite Communications
Landscaping Tools
Marking Products

Measuring, Leveling,
Testing & Inspection
Tools
Outdoor Power Products
Pneumatic Fasteners
Powder Actuated Tools
Power Equipment
Saws & Saw Blades
Tool Storage

ROCK FIVE

20% OFF

Chemicals & Paints

Adhesive Products
Caulks & Sealants
Firestop
Floor Maintenance
Products
Gasketing & Sealing
Industrial Cleaning
Chemicals
Insecticides & Insect
Repellents
Maintenance Chemicals

Marking Paints &
Products
Paint
Paint Brushes &
Accessories
Primer
Rust & Corrosion
Inhibitors
Surface Treatments
Thread & Pipe
Chemicals
Truck Bed Coatings

30% OFF

Power Transmission & Motors

Bearings & Accessories
Belts, Pulleys & Sheaves
Bushings
Cam Followers
Chain & Sprockets
Couplings &
Components
Definite Purpose Motors
Grease Fitting Products

Grease Guns &
Accessories
HVAC Motors
Linear Motion
Motor Accessories
Oil Seals
Rod Ends

20% OFF

Tooling Components & Precision Measuring

Clamping & Accessories
Die Springs
Gauges
Hand Wheels
Measuring, Leveling,
Testing & Inspection
Metalworking Tools

Shim Stock
Tooling Fasteners

TRITAN

Look for these exclusive brands,
available only at Fastenal.

Even Bigger Discounts on Select Items!

Power Tool Accessories - 20%, Dewalt Accessories - 30%

Hand Tools - 20%, Armstrong Hand Tools - 30%,

Gearwrench Hand Tools - 30%, Koch Filters - 30%, Phillips Lighting - 40%

Universal Lighting Technologies - 30%, Gojo - 30%, Purell - 30%

GREEN AND SUPPLIER DIVERSITY SOLUTIONS AVAILABLE



Carpet and Rug
Institute
www.carpet-rug.org



Greenguard
Environmental Institute
www.greenguard.org



Sustainable Forestry
Initiative
www.sfi.org



Green Seal
www.greenseal.org



Designed for the
Environment
www.epa.gov/dfe



Leadership in Energy &
Environmental Design
www.usgbc.org



EcoLogo
www.ecologo.org



Non-Certified Green Product:
Although not certified by a third party,
the product offers environmental
benefits according to information
provided by the manufacturer



Supplier Diversity
1st & 2nd Tier Programs

FASTENAL

TCPN Linecard • 9702422 • JM 8.10 • Printed in the USA





The Cooperative Purchasing Network (TCPN) - PARTICIPATING ADENDUM

As a registered TCPN member, your organization is authorized to purchase under Fastenal's TCPN contract # R4952 for MRO Equipment, Supplies, and related items / Services.

If your organization is not yet a TCPN member, please complete the TCPN membership form located at www.tcpn.org

Please complete the following information to register to participate with Fastenal and fax to 507-494-6423.

Agency Name:

Department Name:

Please select the one of the following classifications:

- | | |
|--|--|
| <input type="checkbox"/> Water Utility | <input type="checkbox"/> Emergency Management |
| <input type="checkbox"/> Fire Department | <input type="checkbox"/> Housing Authority |
| <input type="checkbox"/> Parks & Recreation | <input type="checkbox"/> Corrections |
| <input type="checkbox"/> Fish & Wildlife | <input type="checkbox"/> Environmental Protection Agency |
| <input type="checkbox"/> Vehicle Maintenance | <input type="checkbox"/> Turnpike Authority |
| <input type="checkbox"/> Mass / Metro Transit | <input type="checkbox"/> National Guard & Reserve |
| <input type="checkbox"/> K-12 public school | <input type="checkbox"/> State Hospital |
| <input type="checkbox"/> University / Higher Education | <input type="checkbox"/> State Military & Veterans Affairs |
| <input type="checkbox"/> Public Works | <input type="checkbox"/> Other |

Authorized Contact Person Information:

First Name

Last Name

Title

Mailing Address Information:

Street Address

City

State

Zip Code



Point of Contact information:

Phone

fax

Email

Fastenal Store Account and Representative Information:

Fastenal Representative name (if known)

Fastenal Store Account number(s) (if known)

- ☐ **By checking this box I am self-identifying as the Authorized Signature and would like all associated accounts with the City, County, Borough, Municipality, School, College or University to be included in the terms of this contract.**

If your organization has more than one account number, please list all account numbers that are to be included in this agreement.

<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>

The above named TCPN member (hereinafter "qualified Member") declares its affiliation with TCPN for the purpose of purchasing Maintenance, Repair & Operations (MRO) supplies and services from Fastenal Company ("Fastenal").

The Qualified Member agrees to purchase MRO equipment, Supplies & related items/ services in accordance with the pricing, terms & conditions of Fastenal's TCPN contract # R4952 dated 4/13/2010. The Qualified Member agrees that this Purchasing Addendum and referenced contract supersedes all previous declarations for the purchase of products from Fastenal.

This agreement is effective from the date of execution of the Participating Addendum through the term of the TCPN contract including any extensions or upon cancellation of this agreement by the Qualified Member. In the case of program movement, the Qualified Member agrees to move from participation of another Fastenal contract to the TCPN contract and agrees that the TCPN contract supersedes all previous contracts and agreements with Fastenal.

Signature

Date:

FAX COMPLETED FORM TO: 507-494-6423